

**NATIONAL ASSOCIATION OF HEALTH UNDERWRITERS  
POLICY & PROCEDURES**

POLICY TITLE:	LPRT Qualification Requirements
CLASSIFICATION:	LPRT
POLICY NUMBER:	95-03-AW
DEPARTMENT COORDINATOR:	Membership
MOTION:	Steve Selinsky
SECONDED:	Beth Ashmore
DATE SUBMITTED (INITIAL):	February 10, 1995
DATE APPROVED:	May 14, 2007
APPROVED BY:	Board of Trustees
AMENDED:	March, 2004
SUNSET DATE:	2010

**PURPOSE:** Provide a basis for recognizing and rewarding individuals for outstanding sales achievement in Health and Disability insurance and related areas.

**POLICY:** Communicate the qualification requirements to the membership and establish a deadline for filing award application.

**PROCEDURE(S):** The committee shall establish qualification requirements by September 15 and submit to the Board of Trustees for approval by October 1. Upon approval and before January 1, the requirements shall be communicated in HIU, **ESAP** and memo to Chapter Presidents. The committee shall use March 31 of each year as the filing deadline unless notification is adequately distributed otherwise.

**FINANCIAL IMPACT:** Revenue Neutral